



Sho-MO Dairy Heifer Growers Association

Newsletter

Fall 2008

Heifer Price Update

Check the Heifers web page (<http://agebb.missouri.edu/dairy/heifers/index.htm>) on the Missouri Dairyman's Resource Guide for the latest heifer prices in Missouri and around the country. Here is information on the latest monthly Missouri dairy sales.

Norwood, Missouri on October 9, 2008		Price per Head
Springer heifers bred 7 to 9 months		\$1,475 to \$2,150
Crossbreds		\$1,425 to \$1,800
Heifers bred 3 to 6 months		\$1,600 to \$2,050
Crossbreds		\$1,500 to \$1,975
Shortbred heifers		\$1,000 to \$1,625
Crossbreds		N/A
Open heifers (500 to 700 lbs)		\$850 to \$1,270
Crossbreds		N/A
SOURCE: MO Dept of Ag-USDA Mkt News Service (http://www.ams.usda.gov/mnreports/JC_LS130.txt)		

Springfield, Missouri on September 23, 2008		Price per Head
Springer heifers bred 7 to 9 months		\$1,550 to \$2,150
Crossbreds		\$1,850 to \$1,900
Heifers bred 3 to 6 months		\$1,400 to \$2,170
Crossbreds		N/A
Shortbred heifers		\$1,400 to \$1,775
Crossbreds		N/A
Open heifers (500 to 600 lbs)		\$950 to \$1,285
Crossbreds		\$930 to \$1,040
SOURCE: MO Dept of Ag-USDA Mkt News Service (http://www.ams.usda.gov/mnreports/JC_LS131.txt)		

U.S. vs. Missouri Replacement Cow Prices							
Dollars Per Head	1st Q. 2007	2nd Q. 2007	3rd Q. 2007	4th Q. 2007	1st Q. 2008	2nd Q. 2008	3rd Q. 2008
U.S.	\$1,730	\$1,730	\$1,950	\$2,020	\$1,960	\$1,940	\$1,990
Missouri	\$1,550	\$1,550	\$1,780	\$1,830	\$1,760	\$1,700	\$1,820
SOURCE: USDA Agricultural Prices Report (http://usda.mannlib.cornell.edu/MannUsda/viewDocumentInfo.do?documentID=1002)							

Co-Product Feed Price Update

Check the Co-products web page (<http://agebb.missouri.edu/dairy/byprod/bpmenu.asp>) on the Missouri Dairymen's Resource Guide for the latest feed prices in Missouri and around the country. Here is information on the latest price listings as of October 23, 2008.

Brewers Grain, Pressed (70% mstr)

Company Name/Location	Phone #	Notes	Price/Ton
Commodities Specialists --St. Louis, MO	800-767-4092	del 1-100 mi, 32% CP, 0.83 NEL, 9.1% FAT	\$46.00
Commodities Specialists --St. Louis, MO	800-767-4092	del 101-150 mi	\$49.25
Commodities Specialists --St. Louis, MO	800-767-4092	del 151-300 mi	\$59.50
Commodities Specialists --St. Louis, MO	800-767-4092	del over 300 mi	\$65.50

Corn Gluten Feed, Pelleted

Company Name/Location	Phone #	Notes	Price/Ton
Cargill --Blair, NE	888-296-8652	FOB Memphis, TN	\$155
Grain Processing Corp. --Muscatine, IA	563-264-4275		\$126
Key Ingredients, Inc. --Plymouth, MN	763-476-5957	FOB Chicago, IL \$106-\$115	\$110.50
Labudde Group --Grafton, WI	800-776-3610	FOB Chicago, IL	\$120
Lackawanna Products --Clarence, NY	716-633-1940	FOB Springfield, MO	\$144
Rehagen Bros. Trucking -- Freeburg, MO	573-455-2526	FOB Decatur, IL	\$95
Roquette America -- Keokuk, IA	800-553-7080	FOB Keokuk, IA	\$125
Livestock Nutrition Center -- Chickasha, OK	405-224-9696		\$190
NutraAg, LLC. --Versailles, MO	573-378-2800	Mixing and delivery of products available	\$154
NEMO Feed, LLC. --Baring, MO	660-892-4537	FOB Baring, MO	\$155
Weigand Feed & Grain --Warrensburg, MO	660-909-3882	All products FOB Warrensburg	\$155
Fairview Mill, Inc. --Anderson, MO	417-214-0974	FOB Anderson, MO	\$150
High Plains Commodities --Greenwood, MO	816-744-8804	Delvd Southern MO, Call for quote on other ingredients	\$148

Cottonseed, Whole

Company Name/Location	Phone #	Notes	Price/Ton
Lackawanna Products --Clarence, NY	716-633-1940	FOB Memphis, TN	\$250
Matthews Cotton Co. --Sikeston, MO	573-471-3790	FOB Sikeston, MO (out until new crop)	\$260
Rehagen Bros. Trucking -- Freeburg, MO	573-455-2526	FOB Bernie, MO	Out
Riley Cotton Co. --New Madrid, MO	573-748-5574	FOB New Madrid	\$310
Stoddard County Cotton -- Bernie, MO	573-293-4621	FOB Bernie, MO	\$260
Gavilon 5 -- Omaha, NE	402-595-4740	FOB Kennett, MO	Call



Co-Product Feed Price Update (continued)

Distillers Grain, Dried

Company Name/Location	Phone #	Notes	Price/Ton
CHS --Inver Grove Heights, MN	800-769-1066	25% CP, 10% CF, FOB MN	\$125
Lackawanna Products --Clarence, NY	716-633-1940	FOB Springfield, MO	\$145
MGP Ingredients --Atchison, KS	800-255-0302 x5253	FOB Pekin, IL	\$135
MGP Ingredients --Atchison, KS	800-255-0302 x5253	FOB Atchison, KS	\$135
Bartlett and Company --Kansas City, MO	800-801-7279	FOB Malta Bend, MO	\$140
NutraAg, LLC --Versailles, MO	573-378-2800	FOB Versailles, MO	\$167
NEMO Feed, LLC --Baring, MO	660-892-4537	FOB Baring, MO	\$165
Poet Nutrition --Sioux Falls, SD	888-327-8799	FOB Macon, MO	\$120
Poet Nutrition --Sioux Falls, SD	888-327-8799	FOB Laddonia, MO	\$120
Gavilon 2 --Omaha, NE	402-595-4384	FOB IA (will quote dlvd)	\$120
CHS --Inver Grove Heights, MN	800-769-1066	FOB IL	\$130
High Plains Commodities --Greenwood, MO	816-744-8804	Delvd Southern MO	\$170
Ray-Carroll County Grain Growers -- Richmond, MO	800-722-4407	FOB Carrollton, MO	\$145

Soy Hulls, Pelleted

Company Name/Location	Phone #	Notes	Price/Ton
ADM --Decatur, IL	800-447-6802 x5949	FOB Decatur, IL	\$175
ADM --Des Moines, IA	800-552-3816		\$170
CyberAg Feed Co, Inc. --N Kansas City, MO	800-892-5859	Bulk; Var IL ship pts (SellerOption)	\$150
Lackawanna Products --Clarence, NY	716-633-1940	FOB Springfield, MO	\$165
ADM --Quincy, IL	800-448-7692		\$145
NutraAg, LLC --Versailles, MO	573-378-2800		\$188
Weigand Feed & Grain --Warrensburg, MO	660-909-3882	Delivery available on byproducts	\$185
NEMO Feed, LLC --Baring, MO	660-892-4537	Blend two or more byprods + mineral pacs, del	\$170
Gavilon 4 --Omaha, NE	800-222-1619	FOB Missouri	Call
High Plains Commodities, Inc.	816-744-8804	Delvd Southern MO	Call
Agri Trading --Hutchinson, MN	800-328-5189	FOB St. Joseph	\$155
High Plains Commodities, Inc.	660-679-7830	FOB Rich Hill	\$175

Wheat Midds, Pelleted

Company Name/Location	Phone #	Notes	Price/Ton
ADM --Lincoln, NE	866-268-6196	FOB Kansas City	\$140
ADM --Lincoln, NE	866-268-6196	FOB Arkansas City, KS	\$140
Weigand Feed & Grain --Warrensburg, MO	660-909-3882	We have ability to blend two or more byproducts	\$180
CyberAg Feed Co., Inc. -- N Kansas City, MO	800-892-5859	bulk, St. Louis area	\$143
Fairview Mills, Inc. -- Seneca, KS	800-222-1619	FOB Anderson MO	\$160

The co-product feed prices is a bulletin produced by the faculty and staff from the University of Missouri Division of Animal Sciences and Commercial Agriculture Program. Prices of feeds are as of the day quoted and are subject to change. When contacting companies inquire as to availability, minimum size loads, and method of payment.

DISCLAIMER: The University of Missouri and University of Missouri Extension are not responsible for quality, availability or changes in prices of feedstuffs listed.

For additional information contact: Dairy Extension, Division of Animal Sciences, S-134 Animal Science Center, University of Missouri, 573-882-3459

Milk Price Update

According to the Bob Cropp's October Dairy Outlook (http://future.aae.wisc.edu/outlook/cropp_oct_08.pdf), "While milk production is now increasing less than 2% over last year, the weakening of farm milk prices is the result of softening of both domestic sales and exports of dairy products. Relatively high retail dairy food prices and gas prices along with the economic down turn is hurting beverage milk and dairy product sales. January through August exports were well above year ago levels. Butter exports were about 500% higher, cheese 48% higher and nonfat dry milk (skim milk powder) up over 80%. But, with expected milk production recovery in New Zealand and Australia, some increase in milk production over a year ago in the EU, the strengthening of the dollar and a world economic down turn world dairy product prices are declining. As a result, interest in dairy exports from the U.S. is also slowing.

High feed prices and lower milk prices will reduce the size of the dairy herd in 2009 as well as increases in milk per cow. Milk production may increase by no more than 1% over that of 2008. But, a slower growth in domestic milk and dairy product sales as well as lower dairy exports during 2009 will result in lower milk prices for 2009. At this time both Class III and Class IV futures for all of 2009 are \$2.00, \$3.00 or more dollars below comparable monthly 2008 prices."

Milk Futures on the Chicago Mercantile Exchange

10-23-08	Oct 08	Nov	Dec	Jan 09	Feb	Mar	Apr	May	Jun	Jul	Aug
Class III Futures	\$16.99	\$15.80	\$14.61	\$14.46	\$14.35	\$14.38	\$14.76	\$14.92	\$15.38	\$15.50	\$15.71
Class IV Futures	\$15.40	\$13.50	\$13.00	\$12.80	\$12.75	\$12.80	\$13.25	\$13.25	\$13.75	\$14.25	\$14.75
Butter Futures	\$1.71	\$1.67	\$1.50	\$1.50	\$1.48	\$1.49	\$1.50	\$1.50	\$1.50	\$1.51	\$1.51

Source: CME Daily Dairy Report (<http://www.dailydairyreport.com/>)

Current USDA Milk Price Forecasts

10-17-08	4th Q 2008	1st Q 2009	2nd Q 2009	3rd Q 2009
Class III Price	\$16.24 to \$16.64	\$15.84 to \$16.54	\$15.81 to \$16.81	\$15.92 to \$16.92
Class IV Price	\$14.03 to \$14.53	\$12.94 to \$13.74	\$12.54 to \$13.64	\$12.76 to \$13.86

SOURCE: USDA, ERS, Livestock, Dairy & Poultry Outlook
(<http://usda.mannlib.cornell.edu/MannUsda/viewDocumentInfo.do?documentID=1350>)

Historical Missouri milk prices may be found on the Milk Prices and Marketing page (<http://agebb.missouri.edu/dairy/mkt/index.htm>) on the Missouri Dairymen's Resource Guide web site.

Missouri Weekly Hay Summary

Summary - Week ending 10/24/2008

A strong cold front has settled in to the state this week, dropping temperatures, but yet to bring the seasons first frost. Although many farmers fighting mud and wet crops the attempts to harvest grain have brought nearly all hay harvest to a end. Many farmers/producers have more than adequate supplies of hay on hand for a typical feeding season currently. Hay sales remain very slow with very few factors providing any indication that sales will increase in the short term. Most buyers that will need hay for winter feeding are currently more than willing to wait till closer to feeding season to build supplies as the market is in a very bearish state. Hay prices are steady to weak. The supply is moderate to heavy and demand is light. The Missouri Department of Agriculture has a hay hotline available for both buyers and sellers. To be listed, or for a directory, call 1-800-877-4HAY (4429) or visit <http://www.mda.mo.gov/pdf/MOHayDirectory.pdf> (All prices f.o.b. and per ton unless specified and on most recent reported sales prices listed as round bales based generally on 5x6 bales with weights of approximately 1200- 1500 lbs)

Supreme quality Alfalfa (RFV>185) 170.00-215.00

Premium quality Alfalfa (RFV170-180) 150.00-175.00

Fair to Good quality Alfalfa (RFV130-170) large round bales 90.00-150.00

Small, Large squares 100.00-160.00

Good quality mixed Alfalfa and grass small square bales 3.50-6.50 per bale; 40.00-80.00 per large round bale.

Good to Premium quality Prairie hay mostly small squares 80.00-125.00

Fair to good quality Prairie hay mostly large round bales 40.00-75.00

Good to Premium quality Brome 90.00-150.00; Good quality Brome 60.00-120.00

Fair quality Brome some mixed with grass 30.00-50.00 per large round bale

Good to Premium Mixed Grass hay 80.00-150.00

Good quality Mixed Grass hay 50.00-100.00

Fair to Good quality Mixed Grass hay 30.00-50.00 per large round bale

Fair to Good quality bluestem 40.00 per large round bale

Fair to Good quality Bermuda grass 50.00-65.00 per large round bale, 70.00-100.00 per ton.

Good quality Timothy Hay 3.50-5.00 per small square bale

Wheat hay 50.00-70.00; Wheat straw 2.50-4.00 per small square bale

Source: MO Dept of Ag-USDA Market News Service,
(<http://agebb.missouri.edu/mkt/bull14c.htm>)

The Missouri Hay Directory is a free publication designed to help farmers buy and sell hay. The directory lists more than 200 hay producers, telephone numbers, amount and type. The web address is <http://www.mda.mo.gov/Market/haydirectory.htm>. In addition, the website lists hay for sale in surrounding states.

Missouri Sample Dairy Heifer Budget -- October 2008

The Sample Dairy Heifer Budgets on page 7 is our example of the cost of producing dairy heifers for a 500 head contract dairy heifer grower who buys the heifers at 200 pounds and takes them to 24 months of age. The delivered costs of the feeds used in the cost calculations are listed below on page 6 and reflect the latest forage, grain, and co-product prices as of 10-23-2008.

A downloadable excel spreadsheet of the Contract Grower Cost Estimator Tool is available at:

<http://agebb.missouri.edu/dairy/heifers/index.htm>

Feed Ingredients	Price	Unit	Feed loss %	Price per lb
Calf grower (16%)	\$220	per ton	1%	\$0.111
Calf starter (18%)	\$225	per ton	1%	\$0.114
Corn gluten feed	\$144	per ton	1%	\$0.073
Corn, ground	\$180	per ton	1%	\$0.091
Dry distillers grain	\$150	per ton	1%	\$0.076
Milk replacer	\$1,600	per ton	0%	\$0.800
Mineral vitamin premix w/ ionophore	\$800	per ton	0%	\$0.400
Rice bran	\$185	per ton	2%	\$0.094
Soybean meal	\$300	per ton	1%	\$0.152
Soyhulls	\$165	per ton	1%	\$0.083
Wet brewers grains	\$50	per ton	5%	\$0.026
Wet distillers grain	\$95	per ton	5%	\$0.050
Whole cotton seed	\$300	per ton	2%	\$0.153
Please specify				\$0.000
Please specify				\$0.000
Please specify				\$0.000
Please specify				\$0.000
Forages	Price	Unit	Feed loss %	Price per lb
Alfalfa hay	\$135	per ton	10%	\$0.074
Alfalfa silage	\$70	per ton	10%	\$0.039
Corn silage	\$42	per ton	20%	\$0.025
Grass hay	\$75	per ton	20%	\$0.045
Pasture (dry matter)	\$0.03	per lb.	0%	\$0.030
Small grain silage	\$50	per ton	20%	\$0.030
Sorghum silage	\$42	per ton	20%	\$0.025
Please specify				\$0.000
Please specify				\$0.000
Please specify				\$0.000
Feed Mixes	Price	Unit	Feed loss %	Price per lb
Feed Mix #1	\$181	per ton	1%	\$0.091
Feed Mix #2	\$183	per ton	1%	\$0.092
Feed Mix #3	\$153	per ton	1%	\$0.077
Feed Mix #4	\$173	per ton	1%	\$0.086

Missouri Dairy Heifer Budget

Total Feed Costs for Replacement Heifer	Feed Costs	Days on Feed	Per Day
Arrival to 6 months	\$70.76	111	\$0.64
6 to 12 months	\$177.12	171	\$1.04
12 to 24 months	\$541.12	350	\$1.55
Total (Arrival to 24 months)	\$789.00	632	\$1.25

Dairy Heifer Sample Budget October 2008

Buy at 200 pounds -- Sell at 24 months

Cost Estimate

COSTS PER HEIFER:

1. Initial cost of heifer	\$650.00
2. Net cost of culls	\$48.75
3. Death loss	\$26.30
4. Feed	\$789.00
5. Labor	\$80.00
6. Veterinary, drugs, and supplies	\$23.65
7. Breeding costs for A.I. services	\$36.65
8. Transportation and marketing costs	\$16.82
9. Utilities, fuel, and oil	\$18.72
10. Building and equipment repairs	\$5.44
11. Miscellaneous and other expenses	\$14.95
12. Depreciation on buildings and equipment	\$17.32
13. Interest on buildings and equipment	\$9.38
14. Insurance and taxes on buildings and equipment	\$1.16
15. Interest on heifer and operating capital	\$158.28
16. Planned profit margin	\$100.00

TOTAL COST PER HEIFER RAISED \$/head (includes purchase cost) \$1,996

TOTAL COST PER HEIFER RAISED \$/day (excludes purchase cost) \$2.13

TOTAL COST PER HEIFER RAISED \$/lb gain (excludes purchase cost) \$1.20

Funding for this project provided by the Missouri Dairy Growth Council



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RETURN SERVICE REQUESTED



Sho-Mo Dairy Heifer Growers Association was organized to represent Missouri's professional dairy heifer growers and to provide its membership with learning experiences that would benefit them to produce consistent, quality dairy heifers

The Sho-Mo Dairy Heifer Growers Association publishes a quarterly newsletter that contains the latest issues that affect dairy heifer growers.

If you have any questions about the newsletter, please let me know

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Sho-MO Web site: <http://www.mocattle.org/Sho-Mo/index.htm>